

Chris Carter

**FEDERAL INFORMATION SYSTEMS & SERVICES PROGRAM (FISSP)
CONFERENCE, JUNE 7 & 8, 1989**

CONFERENCE EVALUATION RESPONSES

Note: 42 evaluation forms were returned to INPUT, Inc. out of a total of 109 attendees.

Question #1 (June 7, 1989 presentations)

	Excellent	Good	Fair	Poor
- Federal Government Market	27	13	2	0
- Information Systems Strategies and Directions at DLA	14	22	6	0
- Effective Contractor Use in Department Modernization	7	18	12	3
- Federal Computer Security Environment	7	23	8	3
- Managing Federal Systems Integration	3	14	17	6
- Federal Microcomputer Market	6	23	7	0
- FISSP Dialogue	5	21	7	1

Question #1 (June 8, 1989 presentations)

	Excellent	Good	Fair	Poor
- Graduating from 8(a)	21	15	4	1
- Penetrating Federal Systems Integration	27	13	2	0
- Systems Integration: Federal vs. Commercial	13	19	6	1

Question #2

	(low)	1	2	SCALE 3	4	5 (high)
- Quality and usefulness of material presented	0	3	10	19	7	
- Overall format of conference	0	1	5	18	17	
- Hotel accommodations	0	1	3	10	13	
- Responsiveness of INPUT staff	0	0	0	5	32	
- Conference location	1	0	2	11	27	
- Overall conference rating	0	0	7	19	11	



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Question #3

Preferred month for conference

-	March	3
-	April	4
-	May	6
-	June	16
-	July	1
-	October	1
-	November	1

Question #4

What clients liked most about the conference

-	Meeting other attendees	10
-	INPUT sessions	8
-	Variety of topics	7
-	Inclusion of frequent breaks	7
-	Use of government speakers	5
-	DLA speaker	5
-	VA speaker	4
-	Opportunity to network	5
-	Federal overview (John Frank)	5
-	Vendor SI Entry (Don Fitzpatrick)	5
-	Candor of SI executives	3
-	Candor of 8(a) speakers	3

Question #5

What clients liked least about the conference

-	Sales pitch by Grumman (SI)	8
-	Unprepared government speakers	5
-	INPUT product sales pitch	4
-	Too much statistics	2
-	Too much time on SI	3
-	Too much time of 8(a) firms	3
-	Needed larger tables at lunch	2
-	Seating was too close	2



Question #6

What clients suggested for changes or improvements

- Add agencies willing to talk about opportunities 4
- Use breakout sessions for special topics 3
- Send corrections on charts to attendees 3
- Add speakers on new technology opportunities 2
- Use sessions as basis of monthly breakfasts 2
- Add telephone numbers to attendee list
- Add topics on business aspects:
 - How to identify opportunities
 - OMB/GSA/GAO issues
 - How to make and manage alliances
 - Negotiation strategies
 - How to manage projects

Questionnaire distributed by Jim Kerrigan on INPUT's Market Analysis Report topic candidates for 1990:

FORECAST

- Hardware 6
- Office Systems 6
- Professional Services 8

COMPLETE UPDATE

- Systems Integration 11
- Telecommunications 13

NEW REPORTS

- Department of Commerce 10
- Selected Defense Agency 6
- Equipment Maintenance 4
- GSA 5
- Applications Area 10

CLIENT SUGGESTIONS

- Defense message systems
- Weather Comm. networks & systems
- Private networks
- Artificial intelligence
- GOSIP/POSIX/Ada
- R&D market
- Logistics
- On-line transactions
- CASE
- GIS
- Ethics
- Software tools
- Update NASA
- CALS
- EDI
- Electronic publishing
- Optical storage

